

Message Text

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INFO OCT-01 ARA-16 ISO-00 EB-11 CIAE-00 INR-10 LAB-06

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FM SECSTATE WASHDC

TO AMCONSUL RIO DE JANEIRO

INFO AMEMBASSY BRASILIA

UNCLAS STATE 085939

E.O. 11652: N/A

TAGS: BGEN, BR

SUBJ: AVERY LUMBER SALES INC., KNOXVILLE

1. PRESIDENT OF SUBJECT FIRM, WHICH IS LARGE EXPORTER AND DEALER IN FOREST PRODUCTS, REQUESTS CONGEN'S ASSISTANCE IN FINALIZING PURCHASE OF \$700,000 BRAZILIAN ROSEWOOD FOR EXPORT. SELLER IS INVESTEXPORT S.A., 75 RUA DO OUBIDOR, RIO DE JANEIRO TELEPHONES 232-5943; 224-3454, HEADED BY JEAN-LUIS DESY.

2. ORDER COVERS 800 CUBIC METERS JACARANDA DA BAHIA AS FIRST QUALITY, BUT BUYERS WILL ACCEPT PART JACARANDA CAVIUNA AND/OR PART SEBASTIAO ARRUNDA WHICH ARE LOWER GRADES OF BAHIA ROSEWOOD. LOADINGS PROJECTED FOR PORT AT SAO LUIS IN MARANHAO STATE IN 300 CU. METER LOTS. COVERING L/C HAS BEEN OPENED WITH ULTIMATE BUYERS IN DENMARK.

3. ORDER FULFILLMENT APPARENTLY BLOCKED BY GOB REGULATIONS AIMED AT FORCING MAXIMUM USE OF LOCAL LABOR IN PRE-PROCESSING WOOD EXPORTS. BUYER NOT CLEAR ON DETAILS THESE REQUIREMENTS AND SEEKS CONGEN'S ADVICE AND ASSISTANCE IN UNCLASSIFIED

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RESOLVING PURCHASE DIFFICULTIES.

KISSINGER

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